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BALTIMORE, FRIDAY, OCTOBER 20, 1905.

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BALTIMORE

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Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

This is the time of year when the average, well-informed canned goods packer looks ahead in at least two directions: First, as to what improvements he will need in his factory to keep up with the procession next year, for it is while his memory is sharp upon the mistakes of the past season that he calculates to rearrange his packing house and put in essential, modern machinery. The other direction is as to when and where the annual February Convention will be held and as to what important subjects there are that should be attended to. In both these directions there are going to be variations next year that will be extremely interesting. If we are not much mistaken, the year 1906 will witness the consummation of the desire to see tomatoes peeled by machinery, as we are assured that this has been accomplished this year by a method that will be more generally used next summer. Every tomato packer knows how important that would be.

We would like to call attention also to an opportunity of immense importance, of which the annual meeting of the canned goods packers in February should undoubtedly take hold. The United States Consular reports of the 17th instant called attention to the fact that Germany in general is suffering from what may be called a meat famine, due undeniably to the overworked purpose of Emperor William to shut out American meats in favor of the home article. So bad has this become that the consumption of horse meats has run to such extents that the price of this article is getting beyond the means of the average person, and dog meat has been consumed until it is no longer possible to get it. Those who get beef or any meat of that kind are paying about 45c. per pound for it, and the people are beginning to petition the government to allow the importation of foreign cattle, stating, at the same time, that statistics show that the local supply of domestic cattle does not furnish one-third of the requirements, and that most of it is seriously impaired by tuberculosis. America could ask no greater revenge than this for the unjust effort that was made to exclude her from the German market, but it brings up another question of importance, especially to the goods packer.

We have proven in this country that when meat prices become high, there is nothing on the general menu which will so well take its place as the tomato on the family table. Of course, in this respect the tomato would have to be the canned article at least for a considerable time. It is true, we have no tomatoes to spare this year, as the American market will need all that can possibly be found anywhere; but we should keep in mind, even at this time, that by next spring the price of tomatoes will be exorbitantly high, and that consequently there will be an immense acreage and an immense packing of tomatoes next year. Therefore, it would be wise to calculate for an opportunity to get next year's pack into a market in Germany. It is such opportunities as this that make commercial chances. We, therefore, believe and feel that this is one of the special things that the meeting next February, wherever it is, should take hold of in advance and arrange for practically, as it will mean probably an increase of 25c. per dozen in the price of home goods. It is no small question, but it is a thoroughly practical one, and can be easily handled if the proper men are put into control.

The canned goods situation seems to be seeking centers of settlement, with the natural inclination on the part of distributors and producers to find centers for the centralization of supplies and the distribution of the same. We are lead to this thought from observation of the peculiar situation this year in the production and distribution of tomatoes. Growers, as well as packers, have been seeking to rush these goods to Baltimore city. On the other hand, buyers all over the United States have been watching developments at this center, and the prices quoted in Baltimore have been and are today the ruling factors throughout the country. There is one little exception. Packers in New York State have been buying raw tomatoes in bulk by the ton in Picton, Ontario, Canada, and having them shipped to their ports on Lake Ontario, paying a duty of 25% on the value. There is no item in the whole canned goods situation that so strongly emphasizes the advance in the prices of tomatoes as does this.

On the other hand, all reports coming in show that corn has taken the unlovely position in the rear that tomatoes held at this time last year while corn was booming. With prime brands of New York State corn standards selling at 65c., corn is surely at rockbottom value, and the situation has so much developed that the price of Western corn in New York, after a month's competition, has broken the strong position that Maryland corn held so long and has forced it down to 45c. and 47½c. We do not agree with those people who always take occasion to cry "trash" of any article that becomes cheap because of circumstances. These are the parties who, most of all, exclaim "demand and supply regulate the market." But we notice that they always, when any article is low in price later, claim that the article is trash because it seems a good argument. Twelve months ago corn that is so belabored now would have been worth 20c. per dozen more than it is today and would have been esteemed of good quality. Let us tell ourselves the truth whatever we do. There is any quantity of corn selling today at 45c. that is good enough for anybody and we really believe will be in request before the spring months commence.

Brokers report that the amount of business done this week is not quite up to the amount done last week, but still is very good; it is in nearly every article a seller's market. More than that, the inclination to send special goods to centers has a tendency to equalize values throughout the whole country, thereby steadying the whole market. And it is in just a season as this that the National Canned Goods Brokers' Association should be of most value. Sectional prejudices, however, appear to be interfering with the purposes first intended for this Association.

There are no special quotations outside of those we have given, except in minor instances. Standard blackberries at 75c. are about 5c. higher than previous quotations; standard blue-

...Strange

That so many wait until the last monent before ordering a labeling Machine. Or try something that is unsatisfactory and get disgusted, instead of ordering a

Knapp Labeler and Boxer

BROTHER, it is the only way to do it right. Some day you will know for yourself. Why not send us your order now? Knapp Labelers and Boxers make for success. That's why we preach 'em. Don't fuss with some contraption. Do it right. You will thank us.

The Fred H. Knapp Co., 80 Wabash Ave., CHICAGO.

berries at 75c. are 10c. higher, and gooseberries are now quoted at $1 where they were previously at 75c. These figures tell their own tale of the market and supplies.

In peaches there is an advance of 2½c. to 5c. on unpeeled No. 3 pie, but peas and pineapples go unchanged.

Tomatoes are quoted here at 95c. to $1.00 for standard No. 3; No. 2 seconds have declined from 67½c to 65c., while gallon standards now are 10c. higher than they were and are held at $3.10.

In cans and canners' metals there have been some considerable changes. Thus tin plates have been marked down all along the line, the reductions amounting to from 25c. to 35c. Bessemer steel, I. C., 14 x 20, 107 lbs., is now quoted at $3.57; it formerly was $3.85; the same, 100 lbs., is now $3.41, instead of $3.71; 13½ x 19½, 95 lbs., is now $3.15, where it was $3.50; the same size in 90 lbs. is now $3.09, instead of $3.45; 100 lbs., 14 x 22, is quoted at $3.76, in place of $4.01. This cut in the prices of tin plates usually comes at this season of the year. Pig tin has changed slightly, and pig lead has declined from $5.10 and $5.25 to $5.00 and $5.15.

Other than these changes there is nothing to report, cans being unchanged. The quotations may be found on their regular page.

New York Market.

NEW YORK, Oct. 18.—Activity in the canned goods market steadily increases and business has reached larger proportions during the week just closed than it has at any previous time this season. Buyers have been more numerous and orders by mail have been more in evidence. While this situation accurately describes the market as it has been throughout the week, it must be said, in additio 1, that the market has been wholly devoid of sensations. The sales, with unexpected features, and the market which fluctuate violently, have been absent all the week, but there has been a steady movement in substantially all varieties, and the prospect of still further good sales in the week to come helps the market buoyant, excepting here and there where some particular influence operates against the activity which is an unstable characteristic of the entire trade.

Corn.—Free offerings of low-grade Western corn at very low prices have had a demoralizing influence on the market, and jobbers show a disposition to hold off pending a settlement of the present unfavorable conditions. Sales of Western corn have been made at 45c. delivered, but the quality was poor. Some good standard stock is offered at 55c. to 60c. f. o. b. factory. State packers have closed their season and the output is said to be about 60% of last year's production. Offerings are quoted at 60c. to 65c. f. o. b. factory on fancy grades, with common grades considerably lower. These quotations are 15c. below the opening. Maine standard corn is offered at 92½c. to 95c. f. o. b. Portland, and 82½c, to 85c on lower grades. The pack is completed and deliveries on contracts will be 75%. More attention is shown to Southern corn, with Maine style pack, showing fine quality. Offerings are quoted at 62½c. to 70c. f. o. b. factory for standards. Some cheap lots have been picked up at 60c. f. o. b. factory.

Tomatoes.—The market shows an upward tendency on full standard 3s, with 97½c. to $1.00 quoted f. o. b. factory. Bids of 95c. have been declined on fair-sized lots. Offerings of off-standards range from 92½c. to 95c. as to quality, and seconds at 82½c. to 87½. factory basis. The market for gallons is strong, with $3.00 at factory paid for considerable lots on standard grades. The market is working up gradually. The packing season is over and the estimates place the pack at 7,500,000 cases.

Peas.—The market remains about as previously reported, with the possible exception that buyers are making a shade larger inquiries and occasional sales of considerable size are noted.

Pumpkin.—Some business is noted, though as yet sales are small. The pack will be about an average.

Sardines.—A steady jobbing interest is noted, with conditions becoming generally more favorable. Some canneries are already closing, and by November 1 all will be closed. It seems difficult, if not impossible, to get more than $1.95 for quarter-oils in drawn cans. Key cans are held a shade higher. The pack has been large, but low prices have increased consumption and no accumulation is expected. Domestic quarters in oil are quoted at $2.10 to $2.15; three-quarter mustards, $2.10 to $2.15; three-quarters, spiced, $2.40 to $2.45.

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The Sprague Canning Machinery Co.
"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
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MACHINES FOR CANNING PURPOSES.

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Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

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ESTABLISHED 1856.
EUREKA CANNING MACHINERY

We have embodied a number of valuable improvements this year in

The "Eureka" Pumpkin and Tomato Pulper,

making it the most efficient, rapid, convenient and accessible machine built for the purpose. Screens can be changed in a few minutes.

SOLE MANUFACTURERS,
THE S. HOWES CO.,
(*INCORPORATED*)
EUREKA WORKS,
SILVER CREEK, N. Y.

Salmon.—The market is quiet, but steady, and it is said to be no more quiet than it usually is at this season. Columbia river fish is scarce and buyers have difficulty in getting their orders filled. Flats and halves are particularly wanted. Sockeye is firm at the advance, which carried it up to $1.60 for flats, $1.50 for talls and $1.00 for halves. Holders are not anxious to sell for the reason that next year will be a short year, and the carryover will be very valuable. Red Alaska is firm, with $1.00 quoted for talls. Sales are relatively light.

Pears.—A good deal of inquiry is noted for State pears and under light offerings the tone is firm. State packers sold a considerable quantity of their Bartletts to go to California to help out packers there who are short. Southern Bartletts are offered at 80c. for standard 2s and 95c. for selects, f. o. b. Baltimore. Some business is reported for local jobbing account.

Peaches.—The market is firm and the tendency is higher on both California and Southern stock.

Pineapples.—Demand is fair and prices are firm. Some movement for local account is reported.

Apples.—Gallons are firm and strong on persistent reports of shortage and the possibility that some packers in the principal canning regions will not open at all this year. HUDSON.

CROP CORRESPONDENCE.

Crops and Pack a Little Larger Than Usual.

OTISFIELD, ME., Oct. 16, 1905.

THE TRADE: I pack corn, beans, beets, apples and pumpkins, and think the acreage that was planted to these crops was larger this year than last. All the crops turned out well, except apples, which are not more than 30% of a full crop in this section. We paid for corn 2c. per lb., beans $2.25 per bushel, beets 1c. per lb., apples 20c. per bushel and pumpkins ¼c. per lb.

About the same factories operated this season as last, and I can sum their pack up thus: James N. Eastman, factory at Casco, 60 acres of corn, pack 100,000 cans; at Gardenville, Me., 200 acres of corn, pack 200,000 cans; Fernold, Keene & True Co., factory at Oxford Station, 140 acres of corn, pack 380,000 cans; E. B. Jillson, East Otisfield, 75 acres, pack 112,000 cans corn, 12,000 cans of succotash, 36,000 cans beans. I will not be through with my pack for a month yet, and I cannot give you the total.

Yours truly, H. M. STONE.

ST. LOUIS, MO., Oct. 15, 1905.

THE TRADE: I have in person inquired of 8 of the leading wholesale grocers here their price on standard tomatoes. Their figures have ranged from $1.10 to $1.20 per dozen and they have all remarked that "tomatoes are $1.10 inBaltimore." This indicates that Baltimore and no other city sets the standard and the price. I have looked at many of the stocks of tomatoes now carried by factories in Ohio, Indiana, Illinois, Kentucky and Missouri and can safely say there is not over 30% of a normal pack. This must necessarily make corn advance, for invariably when the housewife finds the tomato high, she supplies the table with corn. This is as true today as it was twenty years ago. There are practically no tomatoes held by the factories of this section of the country, and, after having had four years' experience in the southwest, can safely say that the pack in that section nev has amounted to anything.

Respectfully yours, THOS. H. SMITH, JR.

HOPKINSVILLE, Oct. 16th, 1905.

THE TRADE: I have just returned here after a week in St. Louis and its environments. I am feeling fairly well after having covered about 2,000 miles under circumstances adverse and otherwise. At about 4 o'clock yesterday morning at Cairo I found a very neat desk with a wire and accoutrements attached so while I waited I dropped you a line which I mailed on an I. C. train between Paducah and Princeton.

Mr. W. R. Brumfield, Secretary of this Company has returned from Memphis, Little Rock, and the Southwest, and reports the situation in that section of the country practically the same as outlined in my former letters.

Mr. Thos. H. Smith, Sr., of Baltimore, Md., is at present with Sebree (Ky.) Canning Company. They are handling their sweet potato crop.

The Hopkinsville Canning Co. anticipate a full pack of sweet potatoes and pumpkin. They will push the "Southern Beauty," a variety far superior in flavor to the "Yellow Yam," the variety which has been holding a large trade.

The Crider Canning Co. has about finished its tomato pack for the season of 1905. It has not as yet decided upon a winter pack.

The Central City Canning Co., of Central City, Ky., has had a fairly good season on tomatoes.

THOS. H. SMITH, JR.

The Sinclair-Scott Co., Baltimore, make the Cyclone Pulp Machine.

Food For Thought

THREE CONCERNS IN MAINE WILL HAVE A COMBINED CAPACITY OF MORE THAN A THOUSAND CANS A MINUTE, OVER 650 THOUSAND IN 10 HOURS, 3,600,000 PER WEEK ON OUR MACHINES THIS SEASON.

Food For Thought

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Rush Orders

The VIRGINIA CAN COMPANY
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for Two and Three Pound
cans on short notice.

These cans are of superior quality,
equal to the best.

Prompt shipment made on
orders by wire.

Virginia Can Co.

Buchanan, Va.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Demand is generally moderate. Tomatoes are recovering from the weakness produced by the many rejections of under-quality goods. The statistical position favors holders, and speculators are encouraged to hold for a further improvement of values. The inside price at the close is 95c. f. o. b. for Maryland No. 3 standard goods. Corn is too plentiful for its own good, barring the fancy grades, and low prices are being accepted. Peas are showing a good tone. Beans are in shorter supply than for years and string beans are firm. Fruits are generally steady to firm. Salmon is in good shape, with the price future promising.—*Merchants' Review.*

Philadelphia.

The tomato market, as reported more fully elsewhere, is strong. Full standards are fairly quoted at 97½c. factory, and some packers refuse to sell below $1.00. Here and there, however, little lots can be picked up at a slight decline from these prices. The market has made good all of last week's reaction, however. The demand is moderate only. Corn is very dull and depressed. There is almost no demand from first hands, and there will be none until new stocks are partly worked off. Cheap peas are scarce and wanted. Other grades are quiet and unchanged. Peaches are dull and unchanged in price. Apples are unchanged and quiet. The Baltimore general line shows little demand for such lines as string beans, baked beans, etc., at the ruling quotations. California canned goods are about out of the game, so far as first hands are concerned.—*Grocery World.*

Chicago.

Practically all lines of canned goods are strong and in demand. Tomatoes are extremely strong and predictions of still higher prices are heard every day, on account of the reports about the heavy shortage in the pack. How short the tomato pack is is not known, but everybody admits that it shows a big falling off from last year. A firm market also prevails on canned peas. The vegetable was not packed in the usual quantity this year, and, there being no surplus from the season before, stocks in the country are considered small. Corn only about holds its own. It is selling at cheap prices now and gives retailers a chance to make an excellent leader of it this winter. String and Lima beans are firm and the demand is very good. Limas were a small pack. Such items as canned kraut, pumpkin, etc., are steady. Canned fruits of all kinds are strong, owing to supplies of several lines being light now. All kinds of canned berries, for instance, are in less than the usual supply, hence markets are bullish. Canned peaches are another firm item. They are very strong. Salmon is firm and the packers have advanced sockeyes 10c. a dozen. Sardines, domestics, are steady in fairly good demand. Cove oysters are firm, as short pack is predicted. A large part of the cove oyster pack comes from the Gulf coast and the yellow fever will have a bad effect. Canned lobster continues firm and scarce.—*Grocers' Criterion.*

Montreal, Can.

Trade continues active in most lines. Orders have been coming in in good volume for future delivery on basis of new prices. The idea gains favor that tomatoes will be a short pack in consequence of which buying has been fairly free, and it is not at all unlikely that an advance will be reported at an early date. Previous quotations remain unchanged.

Toronto, Can.

The canned goods trade is reported on the quiet side. Packers have not as yet made very free deliveries of fruits and vegetables, and jobbers are consequently unable to fill future orders. It is reported, and the opinion seems to be generally prevalent, that tomatoes will not be delivered to full percentage. Some wonder is expressed at this in the trade, owing the fact that weather conditions have been favorable to a large crop. If a 75% delivery is made to the jobbing trade, the conditions will not be entirely unacceptable. In connection with the canned goods situation, a jobber called *The Grocer's* attention to the disparity in the price of peaches and pears of the American canning companies and the Canadian manufacturers. Peaches and pears are quoted from $1.25 to $1.50 per dozen less by United States packers than Canadian It would seem, and the jobber appears to be correct in his opinion, that if the price of Canadian peaches and pears were less the consumption would increase very materially. It is no doubt a fact that "within reach of all" prices of United States packers have helped the consumption of these goods very materially, and lower prices on the part of Canadian packers would not only lead to the benefit of the consumer, but also result in larger business for the packers. As regards salmon, it is re-

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PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample can sent upon request Please state kind of goods packed.

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All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

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CHICAGO, ILL. Oct. 6, 1905.

HEMMED CAPS

TO THE CANNING TRADE:

We beg to announce that we have perfected our machinery for the manufacture of hemmed caps, and that we are now making and shipping the best hemmed cap on the market. It fits the groove of the cap hole perfectly and has enough solder on it to cap the can properly.

It is, as you are probably aware, no easy matter to make a good hemmed cap, and like all new machinery ours required considerable effort and expense to get it working properly. This, however, is all now behind us, and we appreciate the indulgence shown us by our friends during the early part of the season just closed.

We now have a hemmed cap capacity for making a strictly first-class hemmed cap, largely in excess of our can output, and we will always carry in stock a liberal supply of both plain and hemmed caps, thus insuring to the packer his choice at all times.

We would be very glad to send you free of cost, all charges prepaid, a sample lot of our hemmed caps that will fit any standard can. We only sell our hemmed caps in conjunction with our cans.

When you are ready to talk cans for near by delivery or next season's delivery give us a chance to figure with you.

We have received a great many complimentary letters regarding the quality of cans we have made this season and we could easily fill a volume with testimonials of this character. You will take no chances whatever in using our cans.

Awaiting your commands, we remain,

Yours very truly,

CONTINENTAL CAN COMPANY

T. G. CRANWELL, President.

ported that a second run of sockeye is being put up as a cheaper line. Some canners, however, prefer not to sell these goods except on sample. The trade would be well advised when purchasing salmon to assure themselves of receiving first run pack of fish, and no doubt these later and cheaper pack will enter into competition with earlier caught fish.—*Canadian Grocer.*

London, England.

Salmon.—The market for British Columbia remains firm, and there is no change to note except in half-flats, the good demand for which size has caused prices to advance, especially for forward delivery. The arrivals of new pack continue to be eagerly taken up. There is no fresh feature to report in Alaska, the market for which remains unchanged. Amongst recent arrivals are the Mesaba, with 6,750 cases, and the Campania and Carpathian, both to Liverpool, with 11,250 and 3,000 cases, respectively. A correspondent, writing to the *Times* from Bellingham (Washington), of the salmon fishing industry of the Pacific Coast, says that for years the sockeyes have been pursued ruthlessly, with little regard for the future, but in the last two years it has become plain that they are slowly diminishing, as indicated by the size of the "runs," and some attempt to ward off total extinction has been made. The greatest hope of the cannerymen lies in the artificial propagation of sockeyes, but it is also necessary that protective laws be passed. All do not agree that the sockeyes are doomed, and such theorists point to the success of the hatcheries, backing their claims with figures that appear to be convincing. In 1904 the 36 operating hatcheries of Oregon, Washington, British Columbia and Alaska—the majority government owned—produced 322,646,823 fry, and other hatcheries are being built that will soon raise the total annual number of fry to 500,000,000. Lobsters.—One-pound flats are rather stronger consequent on the short pack alluded to in last Saturday's *Grocers' Gazette*, and advices from the other side state that prices have advanced there 2s. a case. Full values are being obtained for good quality half-flats, which are very scarce. Sardines.—A quietly steady business is passing, and prices are without change. Reports of the fishing both in France and Portugal indicate no improvement, and the present spell of cold weather may tend to hasten the close of fishing in France. The arrivals include the Lisbon with 2,794 cases, the Miguel Saenz with 734 cases, the Dragut with 741 cases, the Navarre with 1,010 and the City of Amsterdam with 870 cases, the last three named to Liverpool. Meats.—A good demand continues for all kinds and the market is firm.

Liverpool, England.

Salmon.—There is a brisk demand for prompt delivery of all kinds, and prices are well maintained, with a strong upward tendency in all packages of best, particularly ½-lb. and 1-lb. flats. There is more inquiry for best 1-lb. talls. Alaska keeps steady, with a fair inquiry. Sardines continue good, with many buyers of good grocery quarters. Tomatoes are much better, in consequence of the great scarcity of American goods and the country demand. Rabbits have advanced in price considerably.—*Grocers' Gazette.*

The Crop of Cabbage Short.

It will be of interest to canners of sauer kraut to know that the crop of cabbage promises to be as short as nearly every other crop of interest to canners this year. At least it was so sized up last week by the Orange Judd publications.

Leading cabbage-producing sections of New York and Wisconsin generally show a decreased yield. In the foremost cabbage counties of Wisconsin, such as Racine, Kenosha and Outagamie, the probable acreage to be harvested may show up somewhat larger than last year, but the yield is reported to be promising only two-thirds to three-fourths of 1904. The quality seems to be fairly good and buyers are exhibiting no anxiety over prospects for keeping. However, in some parts of the State there has been a little stump rot.

Some leading cabbage counties of New York, such as Cortland, Onondaga and Ontario, claim little variance in the acreage from last year. In parts of Monroe there was restriction and in sections of Cayuga some increase. Owing to the wet season, Empire State cabbage has not done as well as last year, and advices from such counties as mentioned above tell of prospects for hardly as large a tonnage as was secured in 1904. A little rust is noted here and there. In Cayuga the yield is said to be running five to ten tons per acre. In Montgomery an average crop is reported, but local markets consume most cabbage raised there.

Contract prices for Danish and Holland seed cabbage have not opened in some sections. In parts of Wisconsin, however, sales are noted at $8 and $9 per ton in the field and contracts for later delivery f. o. b. cars at $9 to $12. Domestic is reported selling at $6 to $8. In the Empire State buyers are taking hold of domestic cabbage at $6 to $7. Not so much is doing in Danish, although some deals are reported around $10. In parts of Ohio kraut factories have been taking early cabbage freely at $5 to $8.

FOR SALE.

One Merry-Go-Round for 200 peelers. Used one season; good as new. Low price if taken at once.

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APPLE BLEACH,

Quantities from 5 pounds up.

TOMATO COLOR. SOLDERING FLUX.

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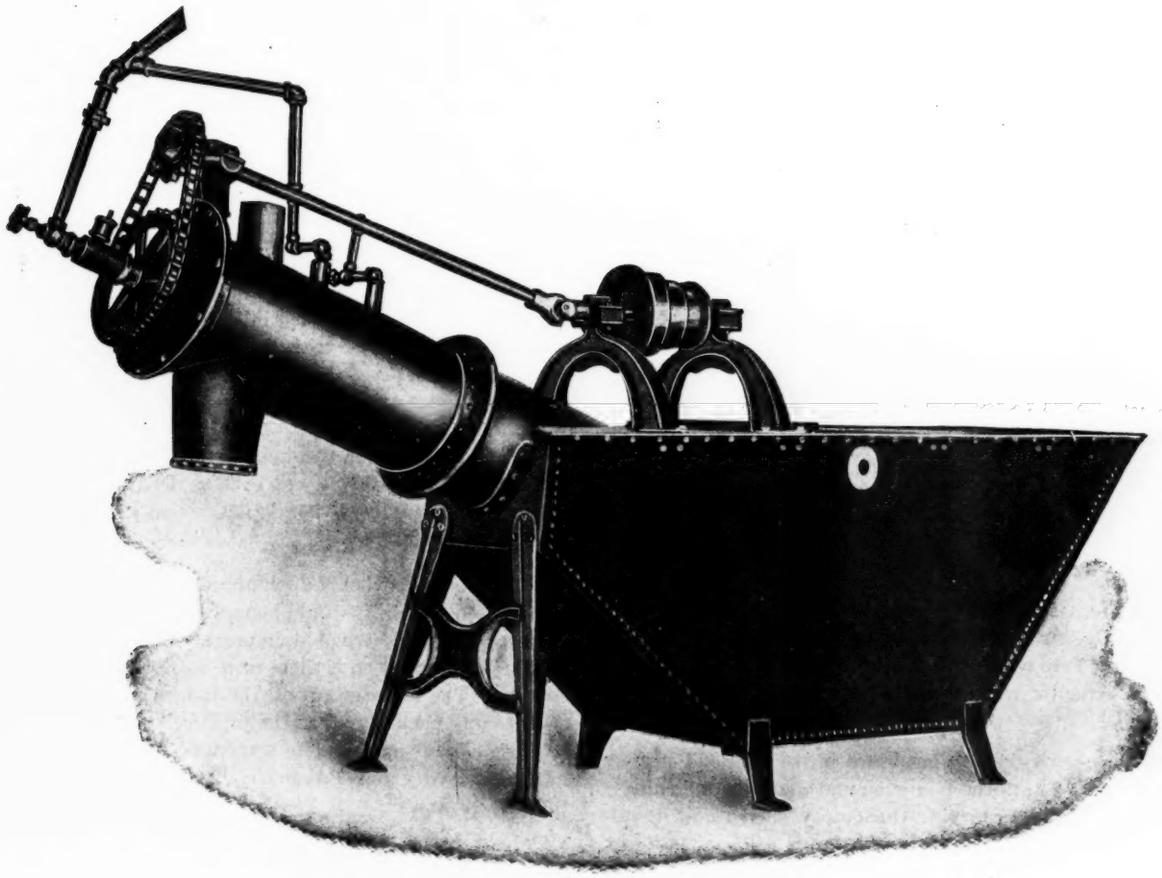

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Best Method. Saves the fruit

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42 RIVER STREET, CHICAGO ILL.

THE TRADE.

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INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
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Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $1.00 per inch per insertion, $3.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, OCTOBER 20, 1905.

EDITORIAL JOTTINGS.

From the latest moves respecting the claims of Americans to fishing rights in Newfoundland waters, we may expect to soon have the cry of "Free ships and fishermen's rights" booming over the North Atlantic with the full vigor of New England interest.

The voice of the oyster is being heard in the land and gives color to the palates of both the politician and the esthete; whilst the soldier has to be content with the empty shells, now that peace is busy brooding.

In gathering statistics of the season's pack of canned goods, it is found that the tomato packers are mostly in the condition of the Irishman, who, when asked if he had counted all his pigs, replied that he had, all but one, which had run around so wild he could not count it.

A far Western florist and horticulturist has succeeded in producing entirely new species of both flowers and fruits. Possibly some time in the future a cross between an old rusty can and a late tomato blossom may result in canned tomatoes on the vine. Bears would likely fatten on such a development.

Mr. Shonts has canceled a contract for food supplies for the government employes at Panama. It would have footed up about $10,000,000 per month. There should be quite a chance for canned food in such a bill.

Time seems to be giving the German Emperor a strong hint to the effect that he has made a mistake in his drastic exclusion of American meats, and that the real needs of his people will compel the German Government to cancel much of the law in this matter. For it is reported by Consul Albert, of Brunswick, that there is a meat famine in Germany, due to the high tariff, and that, as a consequence, there is a popular outcry against the restrictions, and a demand that they be removed.

Harford county has again testified to the world that she can pack the finest tomatoes of the country. At least, that is the opinion of the gentlemen selected as judges of the goods exhibited at the Harford County Fair, and these men are accustomed to handling tomatoes from every section of the country. Mr. Orem, the chief judge, as President of the Booth Packing Co., as well as of the Canned Goods Exchange, knows whereof he speaks, and Mr. W. W. Woodruff, the assistant judge, is a prominent broker of Pittsburg, through whose hands thousands of cases of canned tomatoes pass annually.

During the past year the question of advertising canned goods has been considerably discussed, and many methods suggested. But it it is doubtful if any better methods could be devised than the exhibition of the goods at County Fairs throughout the country. It is true but few can obtain the premiums, but all the goods are brought to the attention of the people and made known to them, the real value—goodness—of them impressed upon the doubting ones, and the cost is virtually nothing. This is particularly worthy of attention now, as these Country Fairs are drawing crowds from the cities and are no longer attended simply by the country folk.

But the exhibition should not be confined to any single article—as in this case to tomatoes—but should embrace every article in cans. What is needed in the canned goods business is to acquaint all the people with the entire line of packing. There are thousands of people who know of nothing else in cans but corn, tomatoes and sardines, and they would be utterly astonished when told that almost every article used on the table can be found in cans. When the field is worked systematically along that line, so as to bring out each article, packers will be surprised at the increased consumption, not only of the special articles, but of the staples.

If each packer took it upon himself to have his goods exhibited at his County Fair, it would boom canned goods at the time they need it most; and it would improve the general quality of the goods, particularly so if there were more than one factory in the county. The indorsement of the judges at these fairs is a big asset to any packer, and as the practice spreads, the value would improve. This may contain some food for thought for the Committee on Purity and Promotion of Consumption, appointed at the last convention.

Another matter that should engage the attention of that Committee is the meat famine in Germany and the opportunity it gives to substitute canned tomatoes and other canned goods. In our Weekly Review this week this question is touched upon more fully, showing the effect it would have upon the canned tomato market next year—when that market will very probably need it badly. Foresight is always better than hindsight, and it is almost certain that next year's pack of tomatoes will be so large that the market will be broken down from the good prices of this year; and it is to offset this surplus pack that the European market should be opened. We believe that was the object of this Committte of Promotion of Consumption, and that its originator set as a working model or axiom: "Get busy—do something." And so we respectfully make these suggestions.

The Tin Plate Company has again reduced prices on all sizes of plates used by canners. This happens yearly—after the packing season has closed and the demand is smallest. By the time canmakers and packers who make their own cans are ready to get to work, then the prices will go up again. It reminds us of a covey of partridges. They will disport themselves apparently with utter abandon as long as no one is in sight, but at the first approach they will scurry to cover.

But after a season of low prices on cans, with very little profit to the maker—and that profit probably tied up in outstanding bills—it must be aggravating to the users of tin plate to see prices down without being able to take advantage of them. But that is exactly the game these "cute little Giants" play. They are perfectly willing you should have it—when they know you can't take it because your hands are tied.

CALIFORNIA LETTER.

Fruits Getting Scarce and Well Cleaned Up—Market News.

News is a scarce commodity this week and I scarcely think that this week's letter will be very lengthy. When people are at a loss for something to say, they frequently dilate upon the weather, so with your kind permission I will state that in some portions of the State light rains have fallen, but that no material damage to the crops ensued. The greater damage has been caused by fierce forest fires in the foothills and mountains, and at many points the losses from this source have been very great, particularly in the foothill regions, where fruit growing is being carried on. In the raisin-growing sections they have enjoyed one of the most remarkable harvesting seasons ever experienced. Practically no rain has fallen in that section since drying commenced and the weather has been plenty warm enough to bring good results in a short space of time, the result being that the work is rapidly drawing to a close and the packing houses are filled to overflowing. Scores of wagonloads of raisins are being delivered daily, and it is a common occurrence to see 15 or 20 wagons lined up in front of a packing house waiting their turn to unload. Down in the southern part of the State they report that oranges are looking fine and that a bumper crop will be harvested. An extraordinarily large crop of apples is being harvested in all sections and the quality is also unusually good. This State is particularly fortunate in this regard this year if Eastern reports of the failure there are true.

So far as canned goods are concerned, the situation is very strong. All choice qualities of fruits are being rapidly cleaned up, and those who have deferred securing their requirements will have to take what is left or else purchase from second hands and pay a nice profit for their procrastination. Extra standard apricots are the scarcest of all, and holders of such goods will do well to continue in that position just as long as they can, for the reason that their value will increase proportionately with the length of time they are held. Peaches are in fair supply, but, like every other line of canned fruit, may be expected to experience a sharp advance very shortly. Packers put up more pears than necessary, and, as a consequence, this particular fruit will probably not advance in sympathy with other varieties. In regard to tomatoes, while the weather has been very favorable to the red vegetable, deliveries to the packers have not been very heavy as yet, which warrants the strengthening of the prediction of a short packing season with curtailed output. Prices still remain firm at from 80c. to 90c., with prospects of still further advances as the season proceeds. One party states

The Burt Wrapping Machine

DOES BETTER WORK THAN HAND AT HALF THE COST

THE average hand wrapped package is a poor advertisment both for the contents and the packer whose name appears thereon. There is no economy in putting out badly wrapped packages——it reflects on the quality of the goods.

The BURT WRAPPER wraps the packages the way they ought to look and reduces the cost of the work 50 per cent.——can you afford to defer installing it?

Full information on request

BURT MACHINE COMPANY

BALTIMORE

that as many as 30,000 cases have been sold for shipment to middle Western States, but this statement is without confirmation.

The salmon situation may be well summed up in the following statement, viz.: "Heavy shipments of canned salmon continue to be made from San Francisco and the Columbia River, and if more cars could be secured the stocks would be disposed of in short order. Some jobbers are still offering Alaska red at 85c., although the Association price remains at $1.00. A representative of the J. K. Armsby Co. says that the fall run of silversides on the Columbia river is very light. There are no chums yet, but these salmon often come very late. The fall season will last about 30 days longer. The situation on Puget Sound is about the same, with few salmon being caught. The pack of barreled salmon is short and prices are being held at $10.00 f. o. b. San Francisco. With regard to barreled salmon, I know the condition to be very firm and that the available supplies are controlled by two or three first hands who are in "cahoots" and who propose to get good, stiff figures for their property. "CALIFORNIAN."

CORRESPONDENCE.

BALTIMORE, October 14, 1905.

Tomatoes.—During the past week the interest on tomatoes centred around the market on No. 3's. The market here closes considerably stronger than last week. In our last week's circular we were able to offer some No. 3 standard tomatoes at 92½c. per dozen. This week the only tomatoes we are able to buy at 95c. are a limited quantity of fair standards. First-class standards are practically cleaned up in Baltimore under $1.00 per dozen. We have had here this week the coldest weather of the season, and the frosts are believed to have effectually put an end to the packing of tomatoes. As previously advised, the tomatoes that have been packed in this section during the past month did not amount to much. The knowledge, however, that the weather conditions down here were good evidently created the impression that a great many tomatoes were being packed, notwithstanding the numerous reports to the contrary. The favorable weather conditions coupled with the fact that for a short time during the early part of last week and the week previous there were some tomatoes offered from the country at 90c. to 92½c. per dozen, gave rise to the belief that we were on the verge of a slump in the market, such as usually takes place at this time in ordinary seasons. That there was no basis for this belief was very readily demonstrated. We have had orders during the past week to buy all the first-class No. 3 standard tomatoes we could find at 95c. per dozen or less in Baltimore, and the quantity we obtained at this figure was light, even lighter than we anticipated. There is no doubt but what the country packers throughout Maryland, Delaware and Virginia are practically "out of it," as far as having tomatoes to sell.

Tomatoes in this section are stored in Baltimore, and Baltimore will unquestionably be the principal source of supply. Considering the situation as it is, making due allowance for the strong and weak features, it looks as though the odds were in favor of a continued strong market and a considerably higher range of values.

Corn.—There is one healthy feature about the corn market. In spite of the undoubted demoralization among packers, jobber's stocks seem to be in such a position that they are willing to take advantage of the present low prices. There is quite a fair demand for the cheaper grades of corn, and these remarkably low prices may safely be counted on to cause a heavy consumption of corn during the coming winter. We have been able to clean out during the past few weeks quite a number of cheap lots of corn. The market, however, is still practically unchanged and it is possible to pick up good bargains.

Peas.—The cleaning-up process is still going on here, especially on seconds and standards. Packers are selling out gradually and if the present demand continues we may look for a bare market on these two grades, although there might not be much advance.

Spinach.—We offer some spinach for prompt shipment at 85c. for No. 3's and $2.75 per dozen for gallons, strictly first-closs goods, free from grit. We are booking quite a number of orders for spinach. We find many buyers are willing to place orders for fall packed spinach to cover their wants, not only for the fall trade, but for the coming spring. The spring spinach, as a rule, is not as good as the fall packing.

Apples.—The gallon apples which we have been quoting at $2.00 per dozen, for first-class stock, are pretty well cleaned up. Packers are paying more money for raw stock and are not anxious sellers of this grade of goods at the old figure.

Lima Beans and Succotash.—The situation here is unchanged. Packing of these goods is undoubtedly a record-breaker for smallness, but trade is not showing very much interest in them. We can buy good standard green Lima beans at 90c. per dozen. Still have some of the Maine style succotash at 72½c. per dozen, Factory.

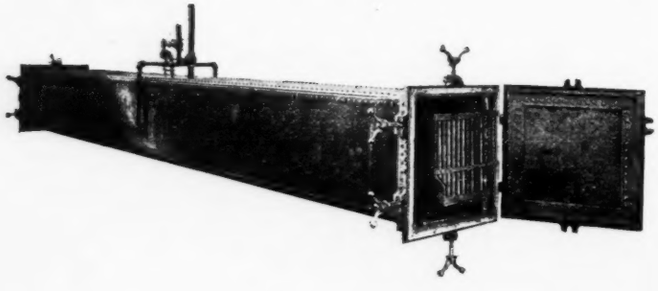
Berries.—The market here on standard strawberries is practically 70c. to 75c. per dozen.

Yours truly,
THOMAS G. CRANWELL & CO.

EDW. RENNEBURG & SON

Machine & Boiler Works.

Oyster Steam Box



With Improved Hinged Door; Making the Work Lighter and Quicker.

1917 AND 1919 ALICEANNA STREET,

Baltimore, Md.

HOWARD'S CAPPER

Will interest the man that thinks, buys and plans for a canning factory. Our system of capping is now used by the large as well as the small houses. Will cap sample to gallon cans.

A boy from the plow can operate it; some firms use girls. It is the most reliable and economical capper; does the work right while it is doing it.

We build four sizes of machine, tray cappers and continuous cappers.

M. E. HOWARD, Mfr., - - Indianapolis, Ind

CAPS SYRUP GOODS WITHOUT SCORCHING

We have been told by different canners and workmen of large experience that our capper

BEATS ANY OF THE HIGH PRICED CAPPERS 40 DIFFERENT WAYS.

It will do work that no other capper will do—that is Cap Syrup goods without trouble or scorching.

NO FACTORY LARGE OR SMALL IS COMPLETE WITHOUT IT.

The canner who now packs from 10,000 to 15,000 cans per day, or less, by hand, can save the cost of this Capper in one season. Make no mistake—Labor is getting more scarce and independent every day, and you must overcome it by doing with less labor.

WE CAN PROVE OUR WAY OF CAPPING IS THE CHEAPEST, surest and best way, excepting none. We have the best and stand ready to prove it.

If anyone buying a capper this winter, will send us the top of a can, we will have a pair of steels made free of charge, send a man to start the capper and give all necessary points. Do not delay.

DAVID C. WOERNER, Liverpool, N. Y.

S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

MAKING FLUX

is an art which has taken me a long time to develop from practical experience and in

Standard Soldering Flux

you have a product which embodies all the qualities which go to make the perfect flux for withstanding the various temperatures of the solder baths and capping steels, the grade and quantity of solders and all the items which are confronted in this problem.

Our flux is called "STANDARD" and has always been the Standard.

Next Week I'll tell you another reason why you should use my flux.

MANUFACTURED BY

MARLOU CHEMICAL CO.,

JERSEY CITY, NEW JERSEY.

S. O. RANDALL,
MARINE BANK BLDG., BALTIMORE, MD.
Southern Agent.

Harford County Prize Tomatoes.

It will be recalled that last year for the first time the managers of the Harford County Agricultural Fair invited canned goods packers to submit sample cases of tomatoes, and offered monetary prizes for the best goods. In response to this 67 packers sent in each a case of 24 cans, both cans and cases being unmarked, save for the number placed on the case by the Fair authorities. These entries were judged by Mr. Walter B. Timms, of Austin, Nichols & Co., assisted by Messrs. A. L. North, of Johnson, North & Co., New York, and T. J. Meehan, of T. J. Meehan & Co., Baltimore.

All these gentlemen agreed that the tomatoes were far above the average, and that their greatest difficulty was in determining the winners, so uniformly good were all the exhibits.

Again this year the Harford County Agricultural Society invited the packers to send sample cases of the tomatoes, and 47 packers availed themselves of the opportunity. As last year, the judges of these exhibits had no way of knowing the packer of any of the goods, as all were in plain cases, with simply the Fair number, the cans unlabeled. The gentleman selected this year to pass upon the merits of the exhibits was President of the Canned Goods Exchange H. S. Orem, and he was assisted by Mr. W. W. Woodruff, the well-known broker of Pittsburg.

The judge's letters appear below, and, as will be noticed, their comments on the goods are of the highest.

Oct. 11, 1905.

MR. WM. E. ROBINSON,
Superintendent "Class P," Harford County Agricultural Fair Society,
Bel Air, Md.

Dear Sir:—Having been called upon to judge the display of the canned tomatoes on exhibition at your County Fair, October 10, 1905, I beg leave to announce herewith the following awards:

Case No. 26—First Prize.
Case No. 6—Second Prize.
Case No. 4—Third Prize.

The total number of entres was forty-seven (47.) Each entry consisted of one case of No. 3 tomatoes, twenty-four (24) tins to the case. There was no distinguishing mark upon either tins or cases other than the number of the entry. The tomatoes were judged and the decision rendered entirely upon the numbers marked upon the tins corresponding with the number marked upon the cases from which the tins were taken.

The examination of this exhibit interested me greatly. I have never seen canned tomatoes in all my experience that could approach these in point of quality or the care exercised in packing. Indeed, when I say it was the most serious question to decide which were entitled to the first, second and third prizes, I express myself mildly. Every entry is entitled to the highest commendation. The decision was rendered upon the quantity of fruit in the tins, size and condition, its color and flavor. If the packers of Harford county advertise to the jobbing trade of the United States that they will continue to pack tomatoes of the type examined, their buying orders will be so great that, though every square inch of the county is planted in tomatoes, the supply would be far less than the demand.

I was most ably assisted in the examination by Mr. W. W. Woodruff, of Pittsburg, Pa., whose judgment I greatly esteem and to whom my thanks are due. Yours truly, HUGH S. OREM.

MR. WM. E. ROBINSON.

Dear Sir:—In responding to your request to be one of the judges of tomatoes from Harford county packers for your Fair, I had little or no idea what a treat was in store for me. It think it would be impossible to get together another 47 cases of tomatoes as I had the pleasure of examining today. In fact, I never saw better goods from any State nor any location, and I have cut goods from most every section of the United States. The whole lot was near so perfect that it was extremely difficult to come to a decision as to the best. When any one section of country contains 47 such past masters in the art of canning tomatoes as the gentlemen are whose goods I saw today, then I say that section should have no trouble in making itself notorious as packers of the *very highest grade of tomatoes*. I trust your friends will realize the great benefits to them and to their county that are bound to result from packing goods as near as possible to those that were put on exhibition today. The indifferent, careless packers may for a season or two at the most make just as much, if not more, money with less work and care than the *good* packer; but, let the good packer once establish his name through honest, patient effort, and his pocket will be as well filled with bright silver coins as his cans *must* be with red, ripe tomatoes.

As the poultryman loves the best chicken, as the stockman loves a prize bull, as an artist loves a grand picture, so do I as a canned goods man love a fine article.

I congratulate you and am proud of each one of your 47 exhibitors.

Very sincerely, W. W. WOODRUFF.

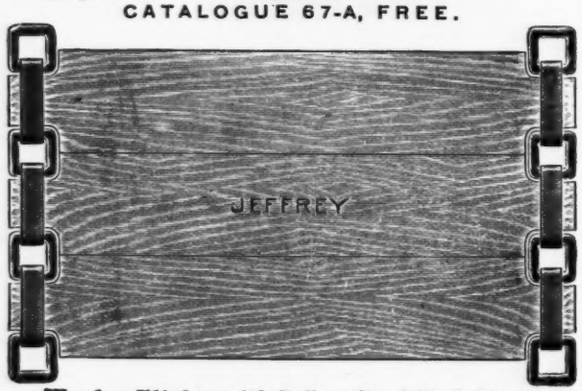
There is no need of added comment to these unqualified indorsements.

The winner of the first prize for the best case of tomatoes, as selected by the expert judges, was C. Reed Jourdan, Darlington; Joseph T. Deckman, Bel Air, second, and George W. Evans, Aberdeen, third; J. B. Bailey,

JEFFREY CONVEYORS
For CANNING AND PACKING INDUSTRIES

"Century" Rubber Belt for Bulk or Packages

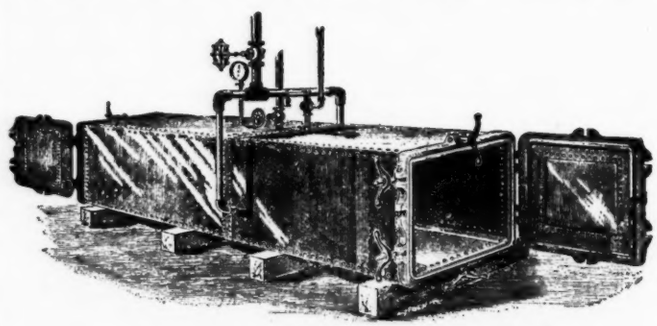
CATALOGUE 67-A, FREE.



Wooden Flights with Jeffrey Steel Link Chain.
CHAIN CATALOGUE 72-A.

For Estimates and Prices, address
THE JEFFREY MANUFACTURING COMPANY,
COLUMBUS, OHIO, U. S. A.

Zastrow's Oyster Steam Box.



ZASTROW'S IMPROVED SQUARE OYSTER STEAM BOX.

Every box is furnished with steam pipes fitted to box, safety valve, steam guage and all valves necessary. They are generally made 25 feet long, 30 inches wide by 29 inches high inside, to hold three 8-ft. cars easily, but are made to any desired length.

GEO. W. ZASTROW,
Mechanical Engineer,
1404-1410 THAMES ST., · BALTIMORE, MD.

"The Can Without the Cap Hole"

The Only Can

For Fall and Winter Pack.

Apples, Peaches, Pears, Sweet-Potatoes,
Kraut, Spinach, Beets, Hominy,
Baked Beans, and Soups.

SANITARY CANS
SEALED WITHOUT
SOLDER OR ACID

SANITARY CAN COMPANY,

Factory, FAIRPORT, N. Y. **N. Y. Office, 105 HUDSON ST.**

OUR CANS ARE MANUFACTURED UNDER MAX AMS PATENTS.

WRITE FOR BOOKLET AND SAMPLE CAN.

Forest Hill, and Wm. A. Bodt, Churchville, highly commended. Mr. Jourdan won the first prize last year and his goods were judged by different experts each time. The other exhibitors were J. J. Ady, John D. Durham, W. J. Dalton, George W. Evans, Samuel Gross, Joseph T. Deckman, W. W. Bradford, Barnett Wheeler, J. B. Forwood, Wm. P. Bavington, J. W. Bay & Co., C. Murphy & Son, W. L. Gosweiler, J. S. Whiteford, J. T. Norris, Joseph E. Spencer, C. A. Pyle, Wm. A. Bodt, John W. Cole, Adam Bechtold, Daniel J. Lynch, George O. Foard, Charles A. Andrew, J. Finney Wells, R. Reed Jourdan, F. W. Smith, J. W. Spencer, W. L. Clark, Bel Air Packing Co., W. L. Derickson, George D. Gorrell, Daniel Callahan, John W. Famous, E. M. Allen, Jr., Frank Elsner, D. McKee & Son, Thomas J. Oliver, James Dalton & Son, Thomas D. Miller, Clyde Spencer, George M. Pyle, Joseph McKee, W. T. Scarboro and James B. Beall.

Not So Many Michigan Peaches.

It will be remembered that authorities on the question stated earlier in the season—just before the harvest began—that Michigan's crop of peaches would amount to 1,000,000 bushels. The same authorities, now that the season is over, find that the yield was nowhere near their first statement. They sum up the situation thus:

GRAND RAPIDS, MICH., Oct. 11, 1905.

While Kent county peach growers are disappointed at the way the peach crop has turned out, they are not discouraged, even though they have made much less money than they expected; not more than 250,000 bushels have been marketed, and instead of a dollar per bushel, the price has not been over 80c., with the average less than that. Probably the total receipts for the crop did not exceed $200,000.

Prospects were bright for an unprecedented harvest up to the time the fruit began to ripen. Every indication pointed to a million-bushel yield, which was prophesied. Trees were heavy with the fruit and farmers hired help for thinning that the trees might not bear too heavily. Then came the rains which cut the yield 75% from the most conservative estimate. Much of the fruit which was marketed was soft, and did not bring a price sufficient to cover the cost of caring for and harvesting it.

Last year there was small promise for a crop, and growers paid little attention to their orchards. The price was high last year and for the fruit they sold they realized a good profit.

With greater attention to provide for a big crop, a bigger yield requiring more help to harvest it, but a smaller price for the fruit sold, the net profits were not as great this year as last year.

How A Crafty Packer Saved 7,500 Cases of Tomatoes.

A story that will be enjoyed by tomato packers is told by the *Grocery World*, and appears under the above heading—but we will let them tell it:

A Delaware packer played a cute trick on three Philadelphia wholesale grocers during the week, the object being to avoid having to deliver some 7,500 cases of standard tomatoes which early in the season were sold for future delivery at 67½c. net cash delivered in Philadelphia. The incentive of the ruse was to make the difference between the selling price and the present market, which amounts to 30c. a dozen. It was entirely successful with one jobber and it is said with two others also.

These 7,500 cases were brought to Philadelphia during the week by water. On the day of arrival the captain of the craft accompanied by a young stranger, who it afterward developed was a lawyer from Georgetown, presented himself at the office of one of the three jobbers referred to.

"I have 2,500 cases of tomatoes for you in my boat up at such and such a wharf," said the captain; "here is the bill of lading and the draft. These goods have got to be paid for and taken off the dock today."

The jobber was surprised.

"You must be foolish!" he ejaculated. "When goods come to me over the Pennsylvania Railroad I have four days to take them away. Why shouldn't I have even one day for these goods?"

"That's all right," replied the captain; "these are my orders. You'll pay for them and take them away or I'll have to cart them home again."

"All right," retarted the jobber, totally forgetting all about the 67½c., "you cart them home again. I won't be pushed along in any such way!"

Then the lawyer from Georgetown spoke:

"You say you won't accept these tomatoes?" he asked.

"That's what I said, exactly!" said the jobber, very angry and very ruffled.

The captain then left and is reported to have worked the same game with two other buyers, each for 2,500 cases. At any rate, later in the day he started on the return trip without, it is said, having delivered a single case of the 7,500 cases of tomatoes which he brought to Philadelphia. Some days later the jobber who refused to be "pushed along in any such way" was heard to remark that he guessed he had spoken too hastily. Meanwhile the packer makes precisely 60c. a case by the move.

Pickle and Preserve manufacturer wants position as foreman or manager, thirty years experience, thoroughly up to date, can make anything, thoroughly experienced in every detail. S. 1156 Fifth Ave., Grand Rapids, Michigan.

Overtime Don't Pay.

Have your cook-room finish early—not work half the night.

The Continuous Line

Syruper, Exhaust Box, Capper, Cooker and Cooler,

will save you all overtime, space, worry, and its cost in a short time.

"IT'S THE FINEST EVER."

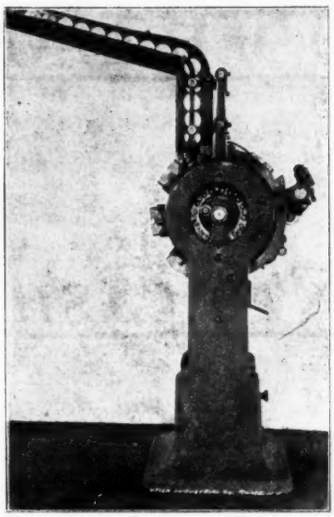
E. J. JUDGE,

Canning Machinery,

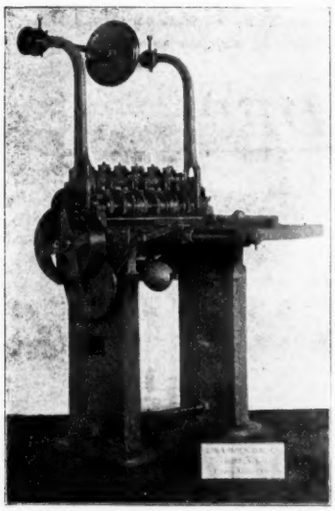
17-19 Fremont Street, San Francisco.

This illustrates the Most Perfect Machine for

Heading RoundCans



It is continuous in operation and almost noiseless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin, very difficult to handle in other machines. If bodies are of uniform size, no crimping is required.



Diligent study of the Slitter problem has made it possible for the inventor of this machine to perfect it in every particular and it stands far in advance of all Slitters heretofore offered. It is operated by a single belt, the Automatic feed, receiving and discharge rolls and cutter shafts being perfectly timed by cut steel gears. No slitter operated by two belts can produe like results.

This Crimper is of new and unequaled design. It is quickly adjustable to different diameters and without change of parts. The crimping rings are only adjustable laterally and cannot be put out of axial adjustment. Its capacity is without limit in speed.

We Manufacture

Seamers, Floaters, Testers, making a complete line of High-speed Fruit Can machines of unequaled design and construction.

Catalog Mailed on Application

Utica Industrial Co.

UTICA, N. Y.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

AT THE THEATRES

Week of October 23, 1905.

FORD'S.
WIZARD OF OZ.
Matinees Wednesday and Saturday.

AUDITORIUM.
YORKE & ADAMS,
—IN—
"BANKERS AND BROKERS."
Matinees Monday, Tuesday, Wednesday, and Saturday.

MARYLAND.
KEITH'S VAUDEVILLE ATTRACTIONS.
Matinee Daily.

ALBAUGH'S THEATRE.
LLOYD BINGHAM.

HOLLIDAY ST.
"NINETY AND NINE."
Matinees Monday, Wednesday and Saturday.

BLANEY'S.
CHILD SLAVES OF NEW YORK.
Matinees Monday, Wednesday, Friday and Saturday.

MONUMENTAL.
"MERRY MAIDENS."
Matinee Daily.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

THE GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

SECOND HAND MACHINERY

should be gotten out now—that which is not intended for use next season or which will be replaced with other, and

TURNED INTO CASH

instead of being allowed to stand in the factory and deteriorate through rust and neglect. Instead of a total loss it can be made a good asset, if advertised NOW. There are many packers who may need just the machine or supply you intend discarding, and the way to reach them is

BY AN AD. IN "THE TRADE"

For Sale Ads., or Want Ads. in the "The Trade" cost but little, and return much

BUT DO THIS NOW

The Monitor Whirlpool Pea Blancher

Represents the highest possible attainment in Pea Blanching Machinery. It is fully up to the Monitor standard of machinery in effectiveness and superiority over all other similar devices.

THE MONITOR WHIRLPOOL BLANCHER has been used during the past season by many large packers and they are enthusiastic about it.

Read this very carefully, and consider if it will not be advisable for you to investigate the merits of the MONITOR MACHINE.

TESTIMONIAL.

WAUSAU, WISCONSIN.

"Now that our canning season is practically over we presume you would like to know the results of the new Blancher. Beg to say that we have nothing but praise to offer for this machine, and as to its capacity will say that we have run 57,000 cans in one day, but never have been able to get peas enough at one time to know what its capacity would be, but we know that it will take 57,000 cans in one day and not work half the time.

WAUSAU CANNING CO.,
per G. B. Chatham."

Before installing your pea machinery for next year write to us for descriptive circulars, giving prices, dimentions, speed, etc. By filling out attached coupon and mailing to us, all information concerning the Blancher will reach you promptly.

HUNTLEY MFG. CO.
Silver Creek, N. Y.

Gentlemen:–

Please send me your special folder on the Monitor Whirlpool Pea Blancher and Washer.

Signed,_____

Address,_____

Huntley Mfg. Co.

Silver Creek, N. Y.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50
" 3s		60 62½
" Gallons		1 90 2 00

BAKED BEANS.

Lunch 1s	$	31 35
" 2s		40 45
Tall 2s		40 45
" 3s		55 75

BEANS.

Green String 2s	$	47½ 50
" " 3s		65 70
" " Gallons		1 95 2 00
White Wax 2s		42½ 45
" " 3s		65 70
" " Gallons		1 75 1 80
Refugee 2s		65 70
" Extras, 2s		1 25 1 40
Green Lima 2s		90
" " small 2s		1 10 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	57½
" Extra Fancy Preserved Strawberries.		1 20 1 25
No. 1 Ex. Pres. Strawberries		75
" 2 Standard Raspberries		70
" Ex. Pres. Red Raspberries		1 20
" Standard Blackberries		75
" 3 " "		
" 2 Extra Blackberries		1 20
" " Fancy "		
" Standard Gooseberries		1 00
" " Blueberries		75

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	75 80
" " Pres		1 00 1 10
Blueberries, 2s		75 80
Strawberries, 2s		75 80
" Preserved 1s		80 85
" " 2s		1 10 1 30
" Gallons		
Gooseberries, 2s		95 1 00
Raspberries, Red 2s		75 80
" " " Preserved		1 15 1 25
" Black 2s		70 80
" " " Preserved		1 15 1 20

CHERRIES.

Red 2s	$	60 65
White 2s		1 10 1 20
Extra White		1 25 1 30

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	50 60
" New York or Maine Style		55 70
" Seconds, Soaked		
" Standard, Evergreen		45 50

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	52½ 60
" New York or Maine Style		65 75
" Seconds		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	47½
" " " Dry Packed		57½
" Ex. Sugar Corn, fine qual., dry pk'd.		70

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	50 55
" New York or Maine Style Dry Pack		55 60
" Seconds " " "		52

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$	45 47½
2s Standard Shoe Peg Corn		50 55
2s Extra Standard Corn, Maine Style		55

CORN AND TOMATOES.

No. 2	$	65
No. 3		

OKRA.

Standard 2s	$	70
" 3s		90

OKRA AND TOMATOES.

No. 2	$	65
No. 3		85

OYSTERS.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1s Lunch, Selects, Oval Cans	$	1 15
1s, 6 Ounce Selects		1 30
2s, 12 " "		2 50
1s, 4 Ounce	$	67½
2s, 8 "		1 30
1s, 5 "		72½
2s, 10 "		1 45
1s, Light Weight		47½

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 00
" 2 "		
5 oz. No. 1 Standards		75
10 " "		1 50
5 oz. Standards, tall cans		75
10 " " "		1 50
4 oz. No. 1 Cove		70
8 " 2 "		1 35
No. 1 Light Weights		42½
" 2 " "		85

PEARS.

Bartlett 2s	$	65
" 3s		75
Extra Bartlett 2s		
" " 3s		

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 50 1 60
" Seconds, "		1 20 1 25
" Pie Unpeeled		82½ 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 60
3-lb. " Selected " "		1 80
No. 3 Standard, Yellow, Balto. packed		1 50
" Seconds, Yellow		1 20
" " White		1 15
2-lb. " Peaches		90
No. 2 Standard, Yellow		1 20 1 25
" " White		1 20 1 25
Gallons, Pie		2 65
3-lb. Pie		85

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	85
" " Peeled		1 15
Gallon Pies, Unpeeled		2 75
" " Peeled		
No. 2 Seconds, White		85
" " Yellow		90
No. 3 Seconds, White		1 20
" " Yellow		1 25
No. 2 Standards, White		1 00
" " Yellow		1 05
No. 3 Standards, White		1 50
" " Yellow		1 50
" Ex. Selected, Yellow		1 75

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	$	1 00
" 3 Standard, White		1 40 1 50
" " Yellow		1 45 1 50
" 3 " Extra Yellow		1 65 1 75
" 3s Selected, Yellow		1 50
" 3s Country Standards, Yellow		1 35
No. 2 Standard White		1 05
" Extra Standard, Yellow		1 10
" Seconds, White		85 90
" " Yellow		85 90
" 3 Seconds, White		1 15
" " Yellow		1 15 1 25
" 3s Peeled Pie, White 1 10 Yellow		1 15
" Pie, Unpeeled		80 85
Gallons, Pie, Unpeeled		2 75 2 90
" " Peeled		

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 75
" " " Sifted		85 90
" " " 2ds, labeled Standard		60
" Soaks		40 45
" Seconds		55 60
" Marrowfat, Full Standard		65 70
" Extra Sifted		1 10 1 35
" Petit Poi		1 75

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$	60
" Standard " White		70
" Second Early June		60
" Standard "		70
" Extra "		80
" Sifted "		90 1 00
Ex. Sifted "		1 25 1 40
Ex. Fan. Sf'd " Petit Pois		1 60 1 75

PEAS—Continued.

	Cash.		Regular.	
E. C. SHRINER & CO., Brokers, Baltimore.				
1 Sifted Early Junes				52½
1 Finest Sifted, Petitis Pois			85	90
2 Early June Standard			67½	70
2 " Sifted			80	85
2 " Extra Sifted			1 00	1 10
2 " Extra Fine Sifted			1 15	1 30
2 " Petit Pois			1 50	1 75
2 " Seconds			57½	60
2 " " Sifted			65	.....
2 " " Extra Sifted			70	.....
2 Extra Standard Early Junes			.....	70
2 Extra Standard Marrowflats			.....	67½
2 Marrowfat			67½	70
2 " Sifted			85	95
2 " Extra Sifted			1 10	1 50
2 " Seconds			55	60

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.				
2s Seconds in Water, E. & C				.75
2s Standards in Syrup, Not E. & C				.90
2s " " " E. & C				1 00
2s " Grated, in Syrup				1 15
2s Extra Standard, Whole Circles, E. & C				1 30
2s Selected, Whole Circles, Heavy Syrup				1 45
2s " Grated, Heavy Syrup				1 50
2s Fancy Extra Selected, Preserved Sliced			1 75	1 80
2s Fancy Extra Selected Grated, Preserved			1 75	1 80
1s Standard Grated, Heavy Syrup, E. & C				80
1s Fancy Grated, Preserved				85
1s Cocktail, Heavy Syrup				85
2s Pie Grated, Solid Packed .50 in Syrup				50
3s Pie Grated, Solid Packed .65 in Syrup				70
Gallon Pie Grated, Solid Packed 1.80 in Syrup				1 90
T. G. CRANWELL & CO., Brokers.				
No. 2 Seconds, Not Eyeless	$		70	
" " Eyeless and Coreless			85	
" Standards, Not Eyeless			90	
" " Eyeless and Coreless			1 00	
" Ex. " "			1 30	
No. 1 Ex. Fancy Sliced, Eyel's & Corl's			90	
" " Grated			90	
" " Cocktail			90	
No. 2 Extra Fancy Grated			1 75	
No. 3 Pie Grated, in Water			65	
" " in Syrup			70	
Gallon " in Water			1 80	
" " in Syrup			1 90	

TOMATOES.

	Cash.		Regular.	
T. J. MEEHAN & CO., Brokers, Baltimore.				
No. 3 Full Standards		95	97½	
" Seconds		82½	85	
No. 2 Full Standards	70	72½	75	
" Seconds	65		67½	
Gallons, Standard				3 00
J. L. ROWLAND & BRO., Brokers, Baltimore.				
No. 3 Full Standard				
" Seconds				
No. 2 Full Standard				
" Seconds				
H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard			95	97½
" Seconds, Labeled Standards				90
No. 2 Full Standards				75
" Seconds, Labeled Standards				70
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes	75			
" 3 " "	95	1 00		
" 3 Ex. Select Tomatoes, Tall Cans	1 20			
" 3 Second Tomatoes	85			
" 2 "	65			
Gallon Standard Tomatoes	3 10			
E. C. SHRINER & CO., Brokers, Baltimore.				
No. 3 Standard	97½	1 00		
" " Country	95	95		
" " Extras	1 10			
" " Fair				
No. 2 Standard	75			
" " Country	72½	75		
" Second				65
" 3 "				
Gallon, Standard		3 00		

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 50 @	2 75
" Maryland gallons	2 00	2 60
" 3-lb. Standards	75	80
APRICOTS—California Standards 2½s	1 50	1 60
ASPARAGUS—Oyster Bay	3 75	3 80
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 05	1 20
" No. 2 String, Southern	65	67½
" Baked, No. 3	65	70
" N Y. String, 2s	1 25	.....

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	62½	65
" " Maine	97½	1 10
" " Southern	57½	60
" " Western, 2s	45	50
LOBSTER—Flats, ½-lb	1 85	2 05
" flats, 1-lb	3 50	3 60
OYSTERS—5 Ounce Standards	90	95
" 2-lb. 10 Ounce	1 65	1 70
PEACHES—2½-lb. Standard, California Yellow	1 70	1 80
" 3-lb. Extra, California Yellow	2 50	2 60
" Southern Standard 3s	1 45	1 60
PEARS—California 2½-lb	1 50	1 60
PEAS—No. 2 Early June Extra Sifted	1 30	1 40
" " " " Sifted	1 20	1 25
" " " " Standard	62½	65
" " " " Seconds	55	60
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 65	1 90
" " Grated	1 50	1 65
" Standards	1 05	1 20
" Gallon Pie, Grated	2 40	2 50
PUMPKIN—No. 3	70	75
" Gallon	1 75	2 00
SALMON—Columbia River talls, 1-lb	1 70	.....
" " " flats, 1-lb	1 85	.....
" " " " ½-lb	1 05	.....
" Alaska Red, talls, 1-lb	1 00	1 05
" Medium Red, talls, 1-lb	.....	.....
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	1 65	1 70
" " talls, 1-lb	1 50	1 55
" " flats, ½-lb	1 13½	1 15
" Alaska Pink, talls, 1-lb	85	87½
" Cohoes, talls, 1-lb	97½	1 00
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
" Standard 2s	55	57½
SUCCOTASH—Maine pack, 2s	.....	.....
" other pack, 2s	67½	80
TOMATOES—No. 2 Standard Maryland	72½	75
" No. 3 " "	95	1 00
" No. 3 " New Jersey	97½	1 00
" Gallons, Maryland	2 80	2 90
" Gallons, Jersey	3 00	3 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 19	18	17
Wire Coil	19	18	17
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24
Carboys	1 50

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$
I. C., 14x20, 107 lbs. Bessemer Steel	3 57
I. C., 14x20, 100 lbs. Bessemer Steel	3 41
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 15
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 09
I. C., 14x22, 110 lbs. Bessemer Steel	
I. C., 14x22, 100 lbs. Bessemer Steel	3 76

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$32 75	33 00	.....	.....
Malacca	32 75	33 00	.....	.....

PIG LEAD.

Omaha	$ 5 00	5 15	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅓ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS, BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. 400-401 MARINE BANK BLDG., BALTIMORE, MD.

ESTABLISHED 1870.

MAIER'S EXCELSIOR
SILVER LACQUER

Just what you want for rusty cans.

Will cover rusty spots and bring your cans back to their original color and your goods will look like fresh packed.

PUT UP IN 1, 2, 3, 5 AND 10 GALLON CANS.

JOHN G. MAIER'S SONS,
MANUFACTURERS OF
LACQUERS AND PAINTS,
ALL COLORS.
STAINS, VARNISHES ETC.
BALTIMORE, MD.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

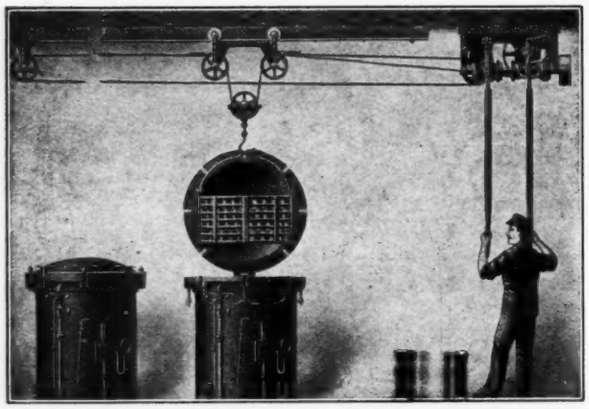
me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY
BETHLEHEM FOUNDRY AND MACHINE COMPANY,
SOUTH BETHLEHEM, PA.
We are Specialists in Hoisting Machinery.

NATIONAL CAN CO.

Oyster, Fruit and Vegetable

CANS

STANDARD SIZE AND QUALITY.
CAPACITY: 100,000 PER DAY

ONLY THE BEST COKE TIN PLATE USED IN MAKING CANS.

GET OUR PRICES BEFORE BUYING.

United States Cipher Code.

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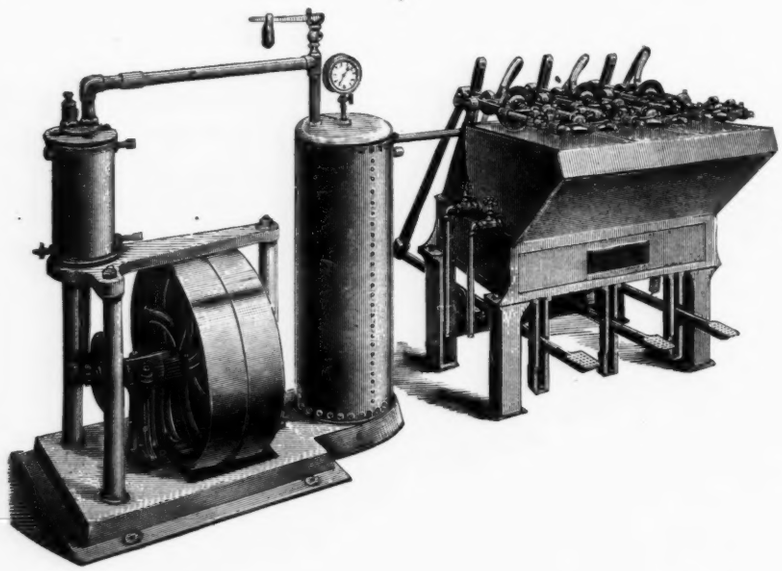
Baltimore, Md.



The Stevenson
CAN TESTER.

A Machine of Proven Value.

Complete Can Making Plants.

AUTOMATIC,
SEMI-AUTOMATIC, or HAND;
or
Anything Needed in Such Plants.

STEVENSON & CO.

601-607 S. CAROLINE ST.

BALTIMORE, MD.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

HAPGOODS

Has over 3000 different positions listed!
Are YOU looking for a better place?
Perhaps we can help YOU to secure it.
Good openings are constantly occurring.
Our business is to find and fill them.
Others have secured what they want through us.
Delay might lose YOU the position you seek.
Send for our free booklet—"Brain Brokers."

NEW YORK OFFICE, Suite 511, 309 Broadway Offices in twelve other cities.

SITUATIONS WANTED.

WANTED—Position as processor in first class plant packing peas, corn, beans, apples and tomatoes. Expert on Maine style corn and dry pumpkin. Will sign for moderate salary until January 1, if preference is given, after approval, for 1906. Western or southern factory preferred. Address, stating what you have to Western, care of The Trade.

POSITION WANTED.—An all around preserver, Ketchup, Sauce or Mustard Maker, Understanding Canning, Pickling and Salting, with the best of references and years of experience, is open for position. Address Preserver, 213 Couti St., Mobile, Ala.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Condensed Soup Chef. Makes highest grade and largest selling condensed soup on the market at present. Has had long experience and is thoroughly competent to make the goods and run the department. Would prefer to hear only from firms who would manufacture on a large scale. Address A. Z., care of The Trade.

POSITION WANTED—By processor and manager of 20 years experience, Can equip and manage all departments of factory or farm, good manager of help and familiar with all the latest and most approved machinery and methods. Corn, Peas and Baked Beans a specialty, also a full summer and winter line of fruits, vegetables, oysters, shrimp, etc. References from most progressive Canners. Address, Experience, 212 N.Gilmor St., Baltimore, Md.

WANTED—Position as processor. My specialty is fruit preserving, Jelly making, compounding whole fruits syrups, and jams. Over 25 years experience. Address P. J. E. 310 S. Carlton Ave. Baltimore.

WANTED—Responsible position with canning factory of large capacity, preferably one which is operated all the year. Competent to take entire charge. Reference. Address, Alfred Bilderback, Genl. Delivery, Phila. Pa.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes. beans and pumpkins. can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

EDWARD GUDEMAN, Ph. D.
Consulting Chemist *Chemical Engineer*
LEGAL AND TECHNICAL EXPERT
Special Attention Given to Food Products and Beverages:
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.
Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

CANNED GOODS ARE TOO CHEAP!

WAREHOUSING Frost Proof. No Cartage.
MONEY PLENTY Storage rate, insurance and interest charges for loans are the lowest in the country.
Canned Goods Exported and Imported, bought and sold on commission. *Correspondence solicited.*
FRANKLYN SPIESE, Broker,
1214 Arch Street, Philadelphia, Pa.

Kraut Manufacturers' Attention

Reduced Prices of

CORE CUTTERS FOR 1905

Every Kraut Manufacturer should have one.
Saves 15% of your Cabbage.
Gives the Kraut a better Flavor.

Made in Two Sizes at Reduced Prices

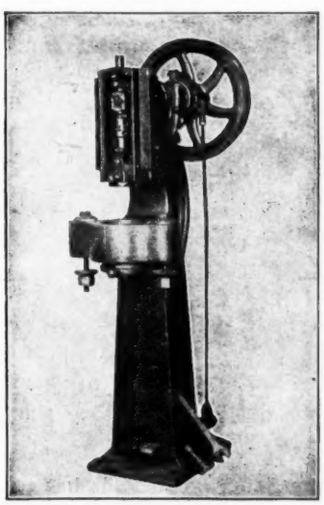
So that Every Kraut Manufacturer Can Afford To Use Them.

You can't make good Kraut without it.

Two New Sizes
OF
Kraut Cutters
at Reduced Prices.
Write for Catalogue.

JOHN E. SMITH'S SONS CO.
BUFFALO, N. Y. U. S. A.
A good Recipe for making Sauer Kraut mailed on application.

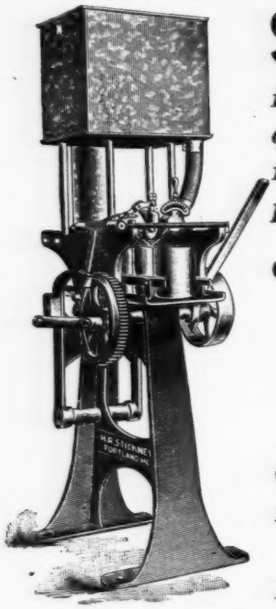
POWER PRESS
WITH IMPROVED CLUTCH.



PRESSES, DIES,
ROLLERS, SLITTERS,
CRIMPERS
and
FLOATERS.

PINEAPPLE
CORERS, SIZERS,
SLICERS
and
GRATERS.

The John R. Mitchell Co.
CANNING AND CANMAKING MACHINERY
FOOT OF WASHINGTON STREET,
BALTIMORE, MD., U. S. A.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

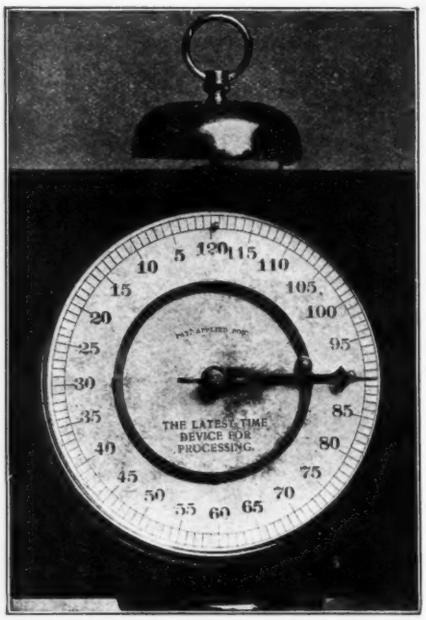
Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

The Newest Time Device for Processing.

NO MORE UNDERCOOKING.
NO MORE OVERCOOKING.
NO MORE ERRORS.



The Clock Will Tell You, and Keep You Right.

Simply turn the hand on the dial to the number of minutes the process calls for, and when that time is up the bell rings. Have placed orders with several of the large packers and would like to send them to every factory for trial, to be sent back if not entirely satisfactory.

DIALS MADE WITH 120 MINUTES.

Made by JOHN T. STAFF, Jr.
TERRE HAUTE, IND.

A Model Canning Factory

The plant shown is one of the most complete and perfectly appointed in the country. Under

THE HASTINGS SYSTEM

it cost less than if the owners had undertaken their own contracting. We saved them money and gave them a better, more practical and more economical plant to operate.

We Build Everything for the Fruit and Vegetable packing business. We constantly employ expert engineers, architects and superintendents.

Our Experience is Your Safeguard. Our line of machinery is complete, including Automatic Corn and Tomato Fillers, Power Capping Machinery, Horizontal, Open and Closed Retorts, Traveling Hoists, etc., Engines, Boilers, Pipe, Fittings, Belting and other general equipment —all modern and efficient in every respect.

Refitting for Profit—If your factory expense is eating up your profits, write us. We can turn the flow of money the other way. Address

THE HASTINGS INDUSTRIAL CO.,
Cor. LaSalle & Lake Streets, - - Chicago, Ill.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,
SOUTHERN RAILWAY,
WASHINGTON, D. C.

Extra Coated Tin Plates.

There is a growing demand for Tin Plates for CANNING PURPOSES carrying a heavier coating of Tin than the regular Coke Plates. We are in full accord with this movement, having furnished a number of our customers with extra coated plates and are prepared to continue supplying the trade with plates of any coating desired.

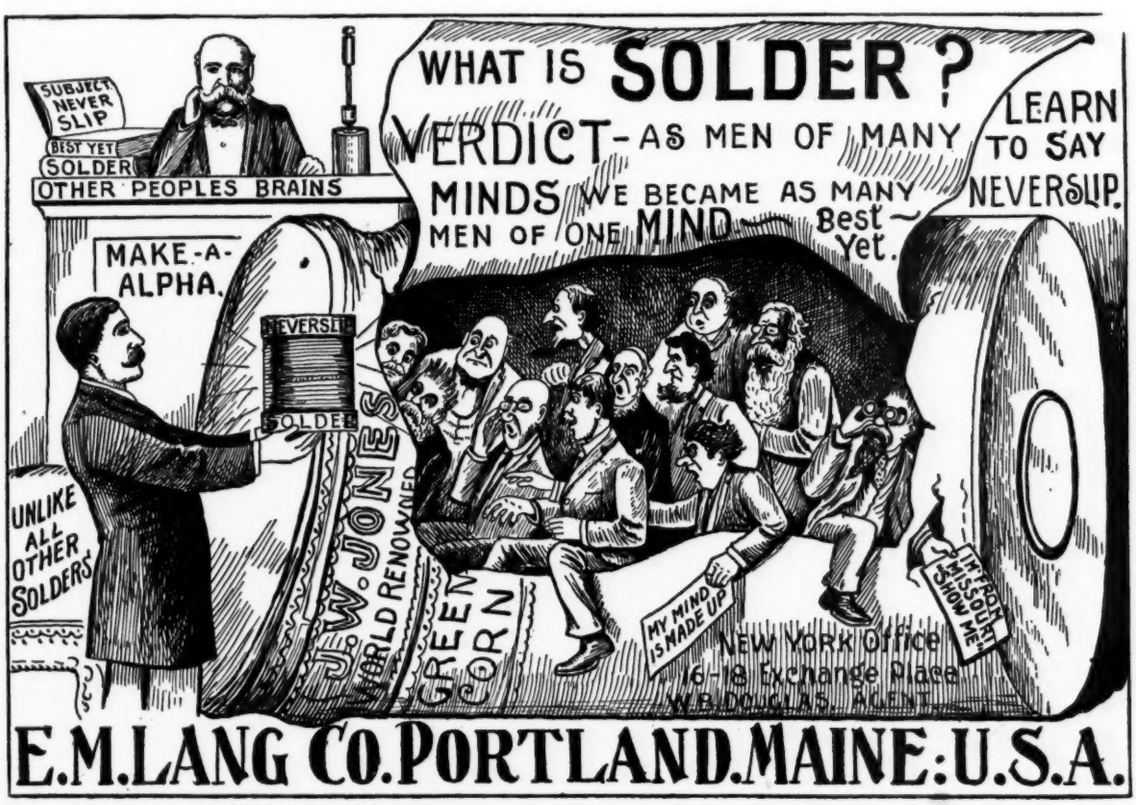
A quality of soft and well coated plate always maintained.

CAPACITY 700,000 BOXES PER ANNUM.

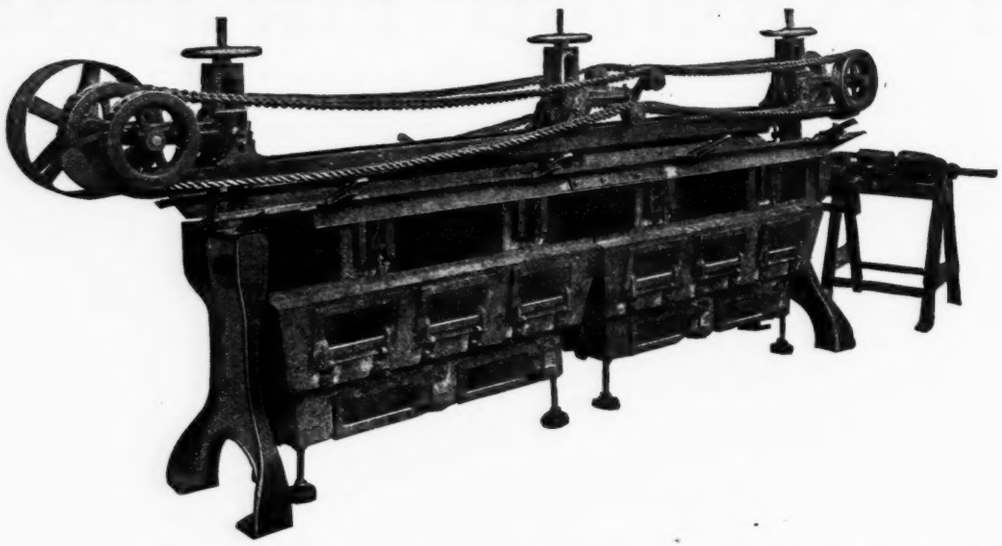
POPE TIN PLATE COMPANY,

CHARLES E. POPE, President.

Offices: PITTSBURGH, PA. **Works: STEUBENVILLE, O.**


SUBJECT NEVER SLIP
BEST YET SOLDER
OTHER PEOPLES BRAINS
WHAT IS SOLDER?
VERDICT - AS MEN OF MANY MINDS WE BECAME AS MANY MEN OF ONE MIND
LEARN TO SAY NEVERSLIP.
Best Yet.
MAKE-A-ALPHA.
NEVERSLIP SOLDER
J.W. JONES WORLD RENOWNED GREEN GORN
UNLIKE ALL OTHER SOLDERS
MY MIND IS MADE UP
I'M FROM MISSOURI SHOW ME
New York Office
16-18 Exchange Place
W.B. DOUGLAS AGENT
E.M.LANG CO. PORTLAND. MAINE: U.S.A.

DOUBLE CHAIN FLOATER



This Machine is the very Latest Design of Chain Floater, and will float the tops and bottoms of 130 3 lb. Cans per minute. It is a Complete machine in every respect, having aciding and cooling belt devices attached, and has proven to be a great solder saver. It is made either with or without a coal furnace.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Wilmington, Ohio, Jan. 13, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

The C. W. Swain Canning Co., of Sabine, Ohio, used over one half million of your Cans during the season of 1904. They seemed as near perfect as it is possible to make them and we are perfectly satisfied therewith. As long as your cans continue as good as they were this season you can depend on our order, prices being satisfactory.

Yours truly,
C. W. SWAIN, Prest.

Write for our Prices before You Buy.

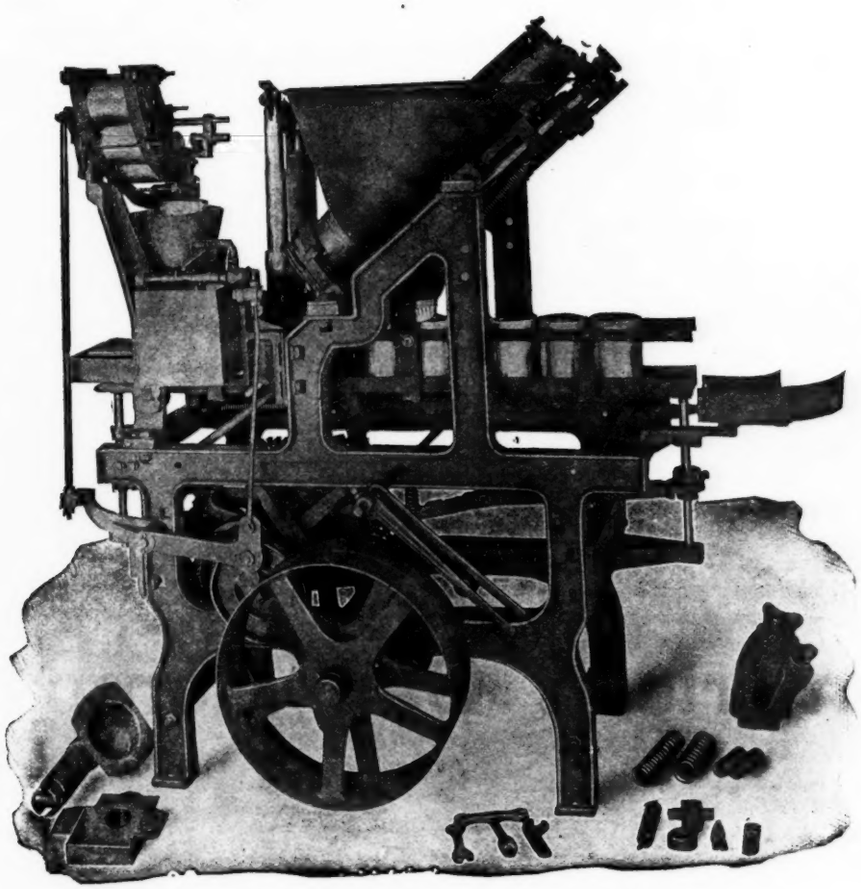
OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

KING TOMATO FILLER

WITH ATTACHMENTS.

Uniform Fill. No Waste. Whole Tomatoes.



Everything Goes into the Can.

Can be Regulated to Fill any Desired Quantity.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

Extra Coated Cans.

Lest there be some misunderstanding of the above matter, we desire to remind the trade that we have for several years furnished cans made from specially coated plates, carrying any weight of coating desired by our customers.

Our Standard Cans are invariably made from the best standard Coke Plates that can be bought in the market, and we believe them to be proper and satisfactory packages for most varieties of fruits and vegetables.

Whenever the peculiar properties of the goods to be packed, or the preference of our customers require a specially coated plate, we are always ready to supply it at the actual additional cost to us of the material.

We shall be pleased to quote special prices on any specifications that may be submitted to us.

American Can Company,

Principal Sales Offices:

New York.
Bowling Green Building

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets

San Francisco, Cal.
Kohl Building